

## MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

DECEMBER 15, 2015

The McKinney Economic Development Corporation met in regular session in the Dowdy Board Room, 5900 S. Lake Forest Drive, McKinney, Texas, on December 15, 2015 at 8:00 a.m.

Board members Present: Chairman Lance Lindsay, Vice Chairman Robert Clark, Secretary/Treasurer Jason Burress, Randy Page, Walter Chen, Sheila Johnson and Kenneth Sipiora.

Staff Present: Interim President Abby Liu, Director of BRE/Emerging Tech John Valencia, Director of Business Development Chad Walker, Economic Development Coordinator Madison Clark, Executive Assistant Sheri Van Slycke, Chief Financial Officer Rodney Rhoades, Senior Financial Analyst Trevor Minyard, Interim City Manager Tom Muehlenbeck, MEDC Attorney Mark Houser, Mayor Pro Tem Travis Ussery and MCVB Director Dee-dee Guerra.

There was one guest present.

Chairman Lindsay called the meeting to order at 8:30 a.m. after determining a quorum was present.

**15-1232** Minutes of the McKinney Economic Development Corporation Meeting of November 17, 2015. Board members unanimously approved the motion by Vice Chairman Clark, seconded by Secretary/Treasurer Burress, to approve the November 17, 2015 minutes.

**15-1233** Minutes of the McKinney Economic Development Corporation Special Meeting of December 7, 2015. Board members unanimously approved the motion by Vice Chairman Clark, seconded by Secretary/Treasurer Burress, to approve the December 7, 2015 minutes.

**15-1234** Chairman Lindsay called for the Board and Liaison Updates.

City of McKinney: Interim City Manager Tom Muehlenbeck reported TAPS has literally pulled the rug out from under the City. All services have been removed and the City was never notified. City staff has been working with North Texas Council of Governments (NTCOG) for some

interim funding to cover 90 to 120 days. The funding was approved last Thursday by the NTCOG for about \$100,000. The City is actively working to have the federal funds sent directly to the City of McKinney, instead of TAPS. Staff has been in contact with DART as well as Denton County Regional Transit Authority (DCRTA). DCRTA has picked up the Frisco contract and our discussions with them are going well. Staff continues to negotiate on the nine acre site that will contain about 300 apartments with the ground floor as retail and office space. The final agreement is coming together with Mr. Robert Shaw of Columbus Realty. Mayor Pro Tem Ussery stated the City Council is still working on a Comprehensive Plan for the City of McKinney and continuing towards a larger vision.

**15-1235** Chairman Lindsay called for the Director of Business Development Report. Director of Business Development Chad Walker reported new project activity slowed a bit over the last month. Mr. Walker traveled to the Area Development Consultant's Forum in Orlando on December 6-8th and from the 9<sup>th</sup>-12<sup>th</sup> attended the Dallas Regional Chamber Marketing Trip to Los Angeles. During these trips, staff visited with over 20 site consultants. Chairman Lindsay, Board member Johnson, Ms. Liu, Ms. Clark, and Mr. Walker will be attending the Bisnow Dallas Power Players event on December 16<sup>th</sup> and an invitation is extended to any other Board members that may wish to attend.

**15-1236** Chairman Lindsay called for the Director of BRE/Emerging Tech Report. Director of BRE/Emerging Tech John Valencia reported there is expansion activity with several companies. Mr. Valencia hosted a pre-pre-development meeting with the City team and one of the companies looking to expand on December 3<sup>rd</sup> and he will continue to follow-up on other opportunities. Daniel Still has provided several communiques concerning Highway 75 that is attached to Mr. Valencia's report.

**15-1237** Chairman Lindsay called for the Interim President Report. Interim President Abby Liu welcomed the new MEDC Economic Development Coordinator Madison Clark. Her first day was Monday, December 14<sup>th</sup>. MEDC staff is working with Impact DataSource to subscribe to an economic impact study software for MEDC projects. Hopefully, by next month's Board meeting Staff will be able to present a contract to the Board. This software is being used by Frisco EDC, Allen EDC, Irving Chamber and Texas EDC. Ms. Liu thanked the Board for their attendance at the MEDC Holiday Party. Ms. Liu and Chairman Lindsay attended the Governor Abbott Holiday Reception for TexasOne members at the Governor's Mansion in Austin on December 14<sup>th</sup>. Chairman Lindsay reported the TexasOne event at the Governor's Mansion was well attended and the networking was productive among all participants. Another excellent networking event attended by Chairman Lindsay along with Mr. Walker is Bisnow, and he would like to continue attending these important events. Ms. Liu mentioned that the amended UPS Loan Agreement was executed on December 7<sup>th</sup> and Raytheon's loan agreement compliance review began on December 11<sup>th</sup>.

**15-1238** Chairman Lindsay called for the Consideration/Discussion/Action on November Financials. Senior Financial Analyst Trevor Minyard reported revenue of the McKinney Economic Development Corporation is above budget YTD by 12.5%. Sales tax figures came in 8.95% above last year's collection through November. Expenditures are significantly under budget due to savings in rebate expenditures paid out for various incentives. In the personnel line items, the MEDC has experienced YTD savings in salaries and benefits due to vacant positions. Mr. Minyard reminded the Board that links to all the reports with more detail on the revenues and expenditures are available online. Board members

unanimously approved the motion by Board member Sipiora, seconded by Board member Page, to approve the November Financials.

**15-1239** Chairman Lindsay called for the Consideration/Discussion/Action on an Amended Agreement with Red Media Group. Ms. Liu explained the Red Media Group contract is a legislative consultant's service. The agreement is a three way collaboration with the City of McKinney, MEDC, and the McKinney Chamber of Commerce. The request is to extend this contract. Board members unanimously approved the motion by Vice Chairman Clark, seconded by Secretary/Treasurer Burress, to approve the amended agreement with Red Media Group.

**15-1240** Chairman Lindsay called for the Consideration/Discussion/Action on an Agreement to Engage a Search Firm for the Position of MEDC President. Mr. Muehlenbeck stated he worked as an independent contractor for SGR for two years before working with the City of McKinney. Mr. Muehlenbeck would like it noted that the process of hiring SGR for the search of a MEDC President was in no way influenced by Mr. Muehlenbeck and handled exclusively by the City of McKinney Purchasing Department. The recommended contract is not to exceed \$23,000. SGR will promptly present a timeline to the Board upon execution of a contract for services. Board members unanimously approved the motion by Vice Chairman Clark, seconded by Secretary/Treasurer Burress, to approve the engagement of Strategic Government Resources (SGR) for the search of the next MEDC President.

**15-1241** Chairman Lindsay called for the Consideration/Discussion/Action on Selection of Recipient for Annual MEDC Awards (Corporate Performance Awards and Business Retention/Expansion Award). Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Chen to award Wistron the Corporate

Performance Award. Board member Page excused himself from the room for the discussion and vote concerning Emerson Process Management and StatLab Medical Products. Board members approved the motion by the motion by Vice Chairman Clark, seconded by Board member Johnson, to approve a tie between Emerson and Statlab with both to receive the Business Retention & Expansion Award (The Encore Wire Award), with a vote of 6-0-1, Board member Page abstaining. Board member Page returned to the meeting.

Chairman Lindsay called for citizen comments and there were none.

Chairman Lindsay called for Board and Commissioner comments and there were none.

Chairman Lindsay recessed the meeting into executive session at 9:00 a.m. per the Texas Government Code: A. Section 551.071 (2). Consultation with City Attorney on any Work Session, Special or Regular Session agenda item requiring confidential, attorney/client advice necessitated by the deliberation or discussion of said items (as needed) and legal consultation on the following item(s), if any: Section 551.074. Personnel Matters -Informational Reporting and Operational Protocols between Interim President and MEDC Board; Section 551.087. Deliberation Regarding Economic Development Matters as listed on the posted agenda. Chairman Lindsay recessed to the open session at 9:30 a.m.

Chairman Lindsay called for Action on Executive Session.

Board members unanimously approved the motion by Secretary/Treasurer Burress, seconded by Vice Chairman Clark, to approve Project Cumulonimbus as discussed in Executive Session.

Board members unanimously approved the motion by Vice Chairman Clark, seconded by Board member Page, to approve Project Home as discussed in Executive Session.

Board members unanimously approved the motion by Secretary/Treasurer Burress, seconded by Vice Chairman Clark, to adjourn. Chairman Lindsay adjourned the meeting at 9:40 a.m.

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LANCE LINDSAY  
Chairman